AMC SMALL BUSINESS PROGRAM
SMALL BUSINESS = SOMETHING BIG
U.S. ARMY
MATERIEL
COMMAND
AMC Small
Business
Program
for
CECOM ARBI & Small Business
Conference
Overview
June 3, 2004
ESSENTIAL IN PEACE, INDISPENSABLE IN WAR

AMC Mission

Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States, and our Allies.

HQ & Major Subordinate Commands

HQ AMC

CECOM

Civ 6,789 Mil 95

CMA

TACOM

Civ 694 Mil 79

Civ 10,353 Mil 97

AFSC/JMC

Civ 2,799 Mil 18

RDECOM

AMCOM

USASAC

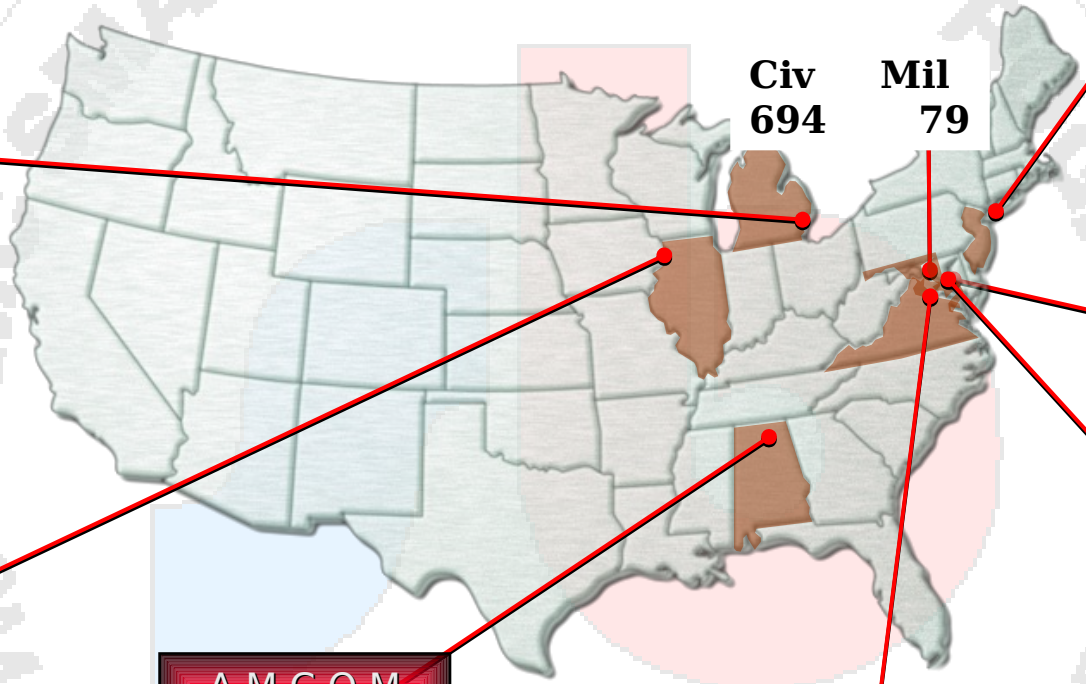
Civ Mil

5,600
180

Civ 7,888 Mil 228

Civ 577 Mil 54

Civ 12,679 Mil 243



ESSENTIAL IN PEACE, INDESPENSIBLE IN WAR

HEADQUARTERS, UNITED STATES ARMY MATERIEL COMMAND

AMC COMMANDING GENERAL

DEPUTY COMMANDING GENERAL

CHIEF OF STAFF

COMMAND SERGEANT MAJOR

EXECUTIVE DIRECTOR FOR CONVENTIONAL AMMUNITION

CG STAFF GROUP

SMALL AND DISADVANTAGED BUSINESS OFFICE

OMBUDSMAN

OFFICE OF THE INPECTOR GENERAL

DEPUTY CHIEF OF STAFF FOR PERSONNEL, G-1

DEPUTY CHIEF OF STAFF FOR INTELLIGENCE, G-2

DEPUTY CHIEF OF STAFF FOR OPERATIONS, G-3

PUBLIC COMMUNICATIONS, G-5

Associate Director -

Deputy -

SB Specialist -

Admin Assistant -

SECRETARY OF THE GENERAL STAFF

OFFICE OF EQUAL OPPORTUNITY

HISTORICAL OFFICE

INTERNAL REVIEW & AUDIT COMPLIANCE OFFICE

COMMAND COUNSEL

OFFICE OF THE CHAPLAIN

STATIONING OFFICE

HQ AMC SUPPORTING ORGANIZATIONS

ESSENTIAL IN PEACE, INDESPENSIBLE IN WAR

AMC Small Business Progra

AMC Small Business Office Mission

Ensure that a fair portion of contract awards is placed with small business enterprises

Achieving optimum small business participation by seeking small business solutions first

Why Small Business?

National Policy (FAR 19.201(a)) -- "It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business…."

DoD Policy (DoDD 4205.1) -- "It is DoD policy that a fair proportion of DoD total purchases, contracts, subcontracts and other agreements for property and services, and sales of property be placed with small business concerns……"

> "…small businesses make indispensable contributions to America's economic strength and success. They are a major source of innovation…America's small businesses create a wellspring of new technology, new products and more effective business procedures."
>
> **Claude M. Bolton, Jr.**
> ***Assistant Secretary of the Army (Acquisition, Logistics and Technology) and Army Acquisition Executive***

Cutting Edge

Cost Savings

Energy/Drive

Creative

Innovative

Responsive

Flexible

Nimble

Small Business Program

Goal Categories – Program Growth

FY 71

- SMALL BUSINESS

FY 80

- SMALL BUSINESS
- SMALL BUSINESS SET-ASIDE
- SMALL DISADVANTAGED BUSINESS
- WOMEN-OWNED-SMALL BUSINESS

FY 04

- SMALL BUSINESS
- SMALL DISADVANTAGED BUSINESS
- WOMEN-OWNED SMALL BUSINESS
- HUBZONE SMALL BUSINESS
- SERVICE-DISABLED VETERAN-OWNED SB
- HISTORICALLY BLACK COLLEGES AND UNIVERSITIES / MINORITY INSTITUTIONS
- SMALL BUSINESS SUBCONTRACTING
- SMALL DISADVANTAGED BUSINESS SUBCONTRACTING
- WOMEN-OWNED SB SUBCONTRACTING
- HUBZONE SB SUBCONTRACTING
- VETERAN AND SERVICE-DISABLED VETERAN-OWNED SB SUBCONTRACTING

AMC Small Business Offices

AMC contracts for:

- Weapon systems/transformation
- R&D
- Spare parts
- Maintenance
- Other services

Watervliet Arsenal
RDECOM
Edgewood Area
Natick
Rock Island Arsenal
TACOM
Tobyhanna AD
TACOM-ARDEC
Sierra AD
TACOM-RI
AFSC/JMC
Letterkenny AD
CECOM
Tooele AD
Rocky Mt Arsenal
Tech App Office
Army Research Lab
CECOM, Wash
Blue Grass AD
Army Research Office
Aviation Applied Tech Dir
McAlester AAP
Pine Bluff Arsenal
AMCOM
Red River AD
Anniston AD
CECOM-SW
Corpus Christi AD

- AFSC – Army Field Support Command
- AMCOM – Aviation and Missile Command
- CECOM – Communications-Electronics Command
- RDECOM – Research, Development & Engineering Cor
- TACOM – Tank-automotive and Armaments Command

Small Business

A Critical Component of our Defense Industrial Base

Supporting America's Warfighters .....

in Army Transformation

- Unmanned Arial Vehicle systems
- Small Business Innovative Research activities
- Modular structures, counter-intelligence analysis, training systems
- Radio frequency tags
- An increasingly critical element of the force - in hostile areas

and on the battlefield today

- Uniforms, hand-held signal devices, projectile components, bomb lugs, ballistic blankets, flak vests, roll-on/ roll-off platform tie-downs
- Air beam technology maintenance shelters and lightweight tactical tents
- AH-64 Tail Rotor Blade Erosion Strips
- Batteries, antennas and night vision components

"As we transform America's Army into the Objective Force, we want small businesses to continue to play a major role in our future."

Claude M. Bolton, Jr.
Assistant Secretary of the Army (Acquisition, Logistics and Technology) and Army Acquisition Executive

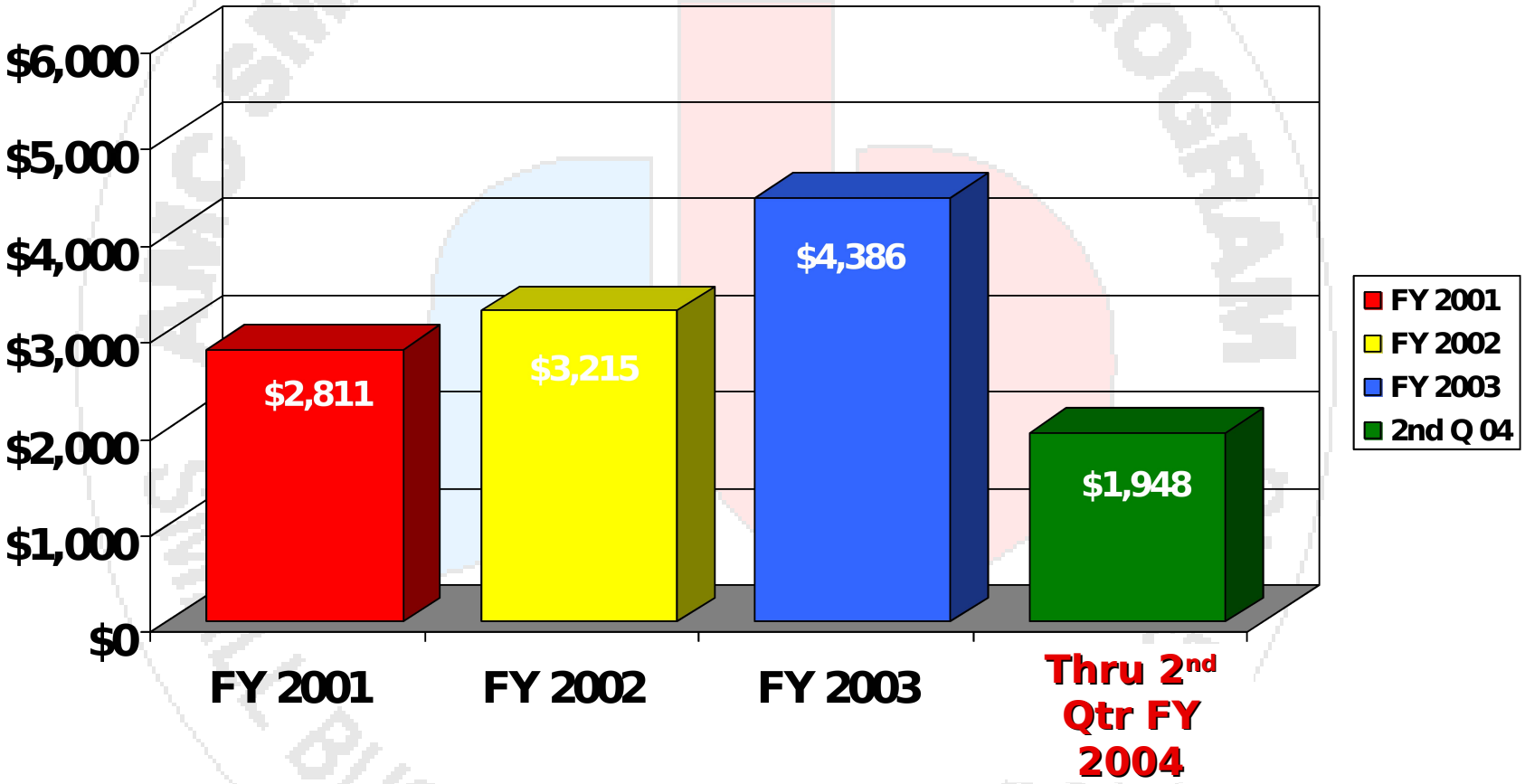
AMC Small Business Program
FY 03 Goals & Performance

Category	Total Obligations Millions 1 Oct 02 - 30 Sep 03	DA Target % of Obligations	Achieved % of Obligations	% of Actions	
Small Business	$4,386	14.4%	16.7%	58.6%	
Small Disadvantaged Business	$908	3.4%	3.4%	9.4%	
Woman-Owned Small Business	$475	1.7%	1.8%	8.5%	
Service-Disabled Veteran-Owned SB	$10	3.0%	0.0%	0.3%	
Historically Underutilized Business Zone (HUBZone)	$237	3.0%	0.9%	1.6%	
Historically Black Colleges & Universities/Minority Institutions (HBCU/MIs)	$17	17.7%	12.1%	16.9%	

Base for other than HBCU/MI is total AMC awards to all US businesses – nearly $26.

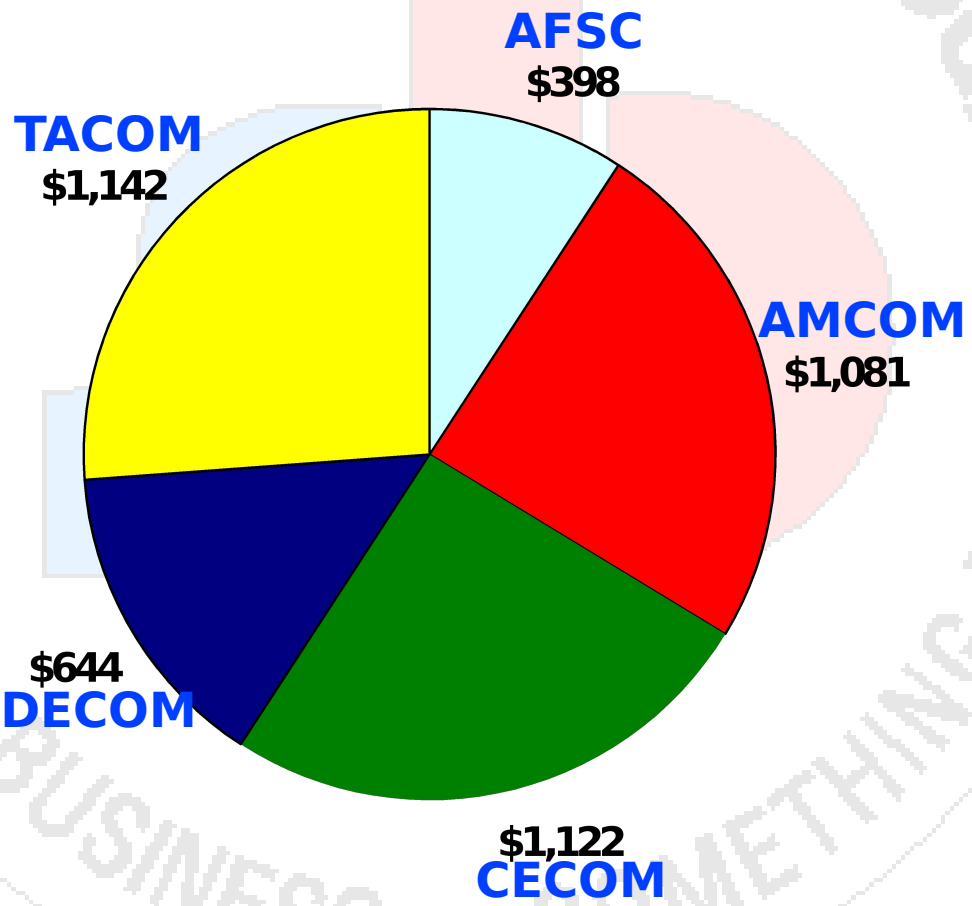
HBCU/MI base is total AMC awards to Higher Education Institutions – over $143 mill

AMC Small Business Program Obligations in Millions

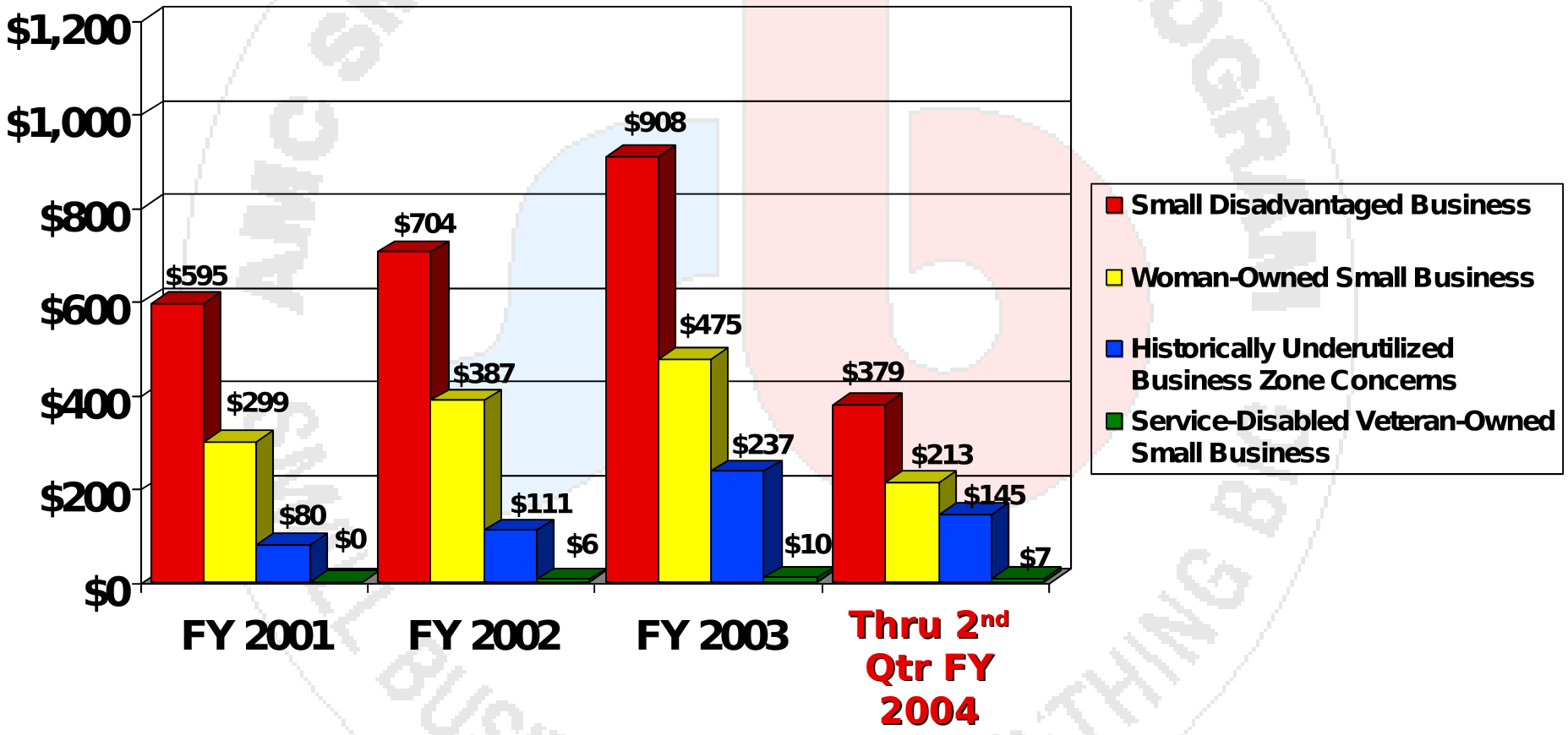


Small Business Obligations by MSC in FY 03

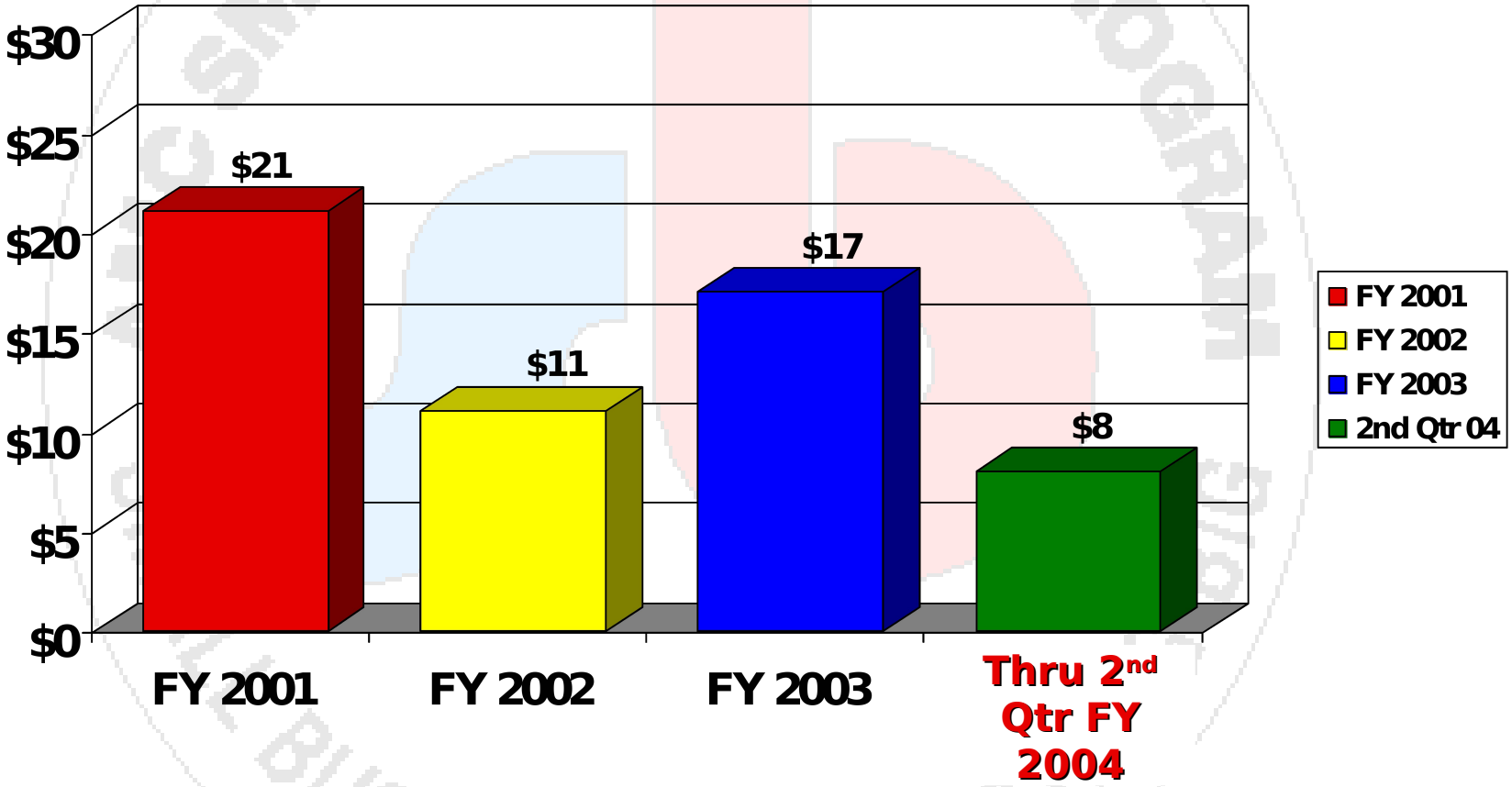
Dollars in Millions



AMC Small Business Program Obligations in Millions

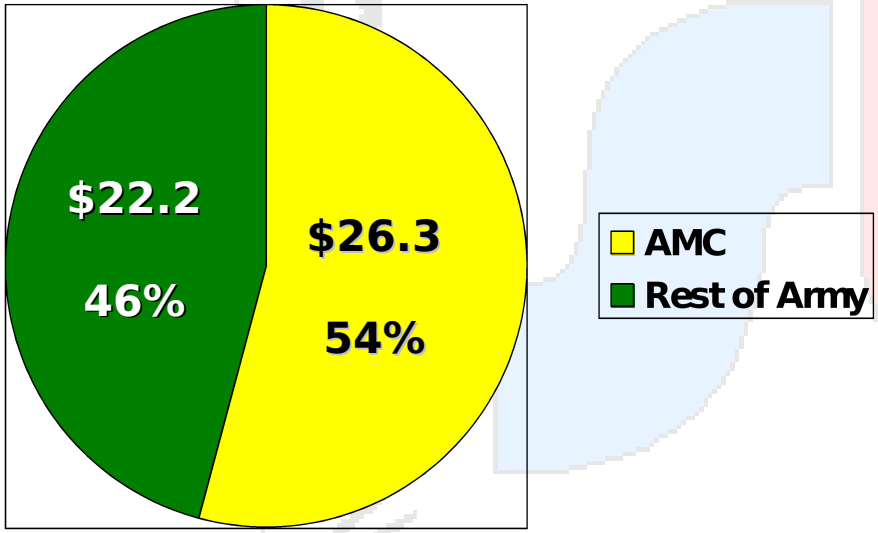


AMC Historically Black Colleges & Universities/Minority Institutions (HBCU/MI) Obligations in Millions

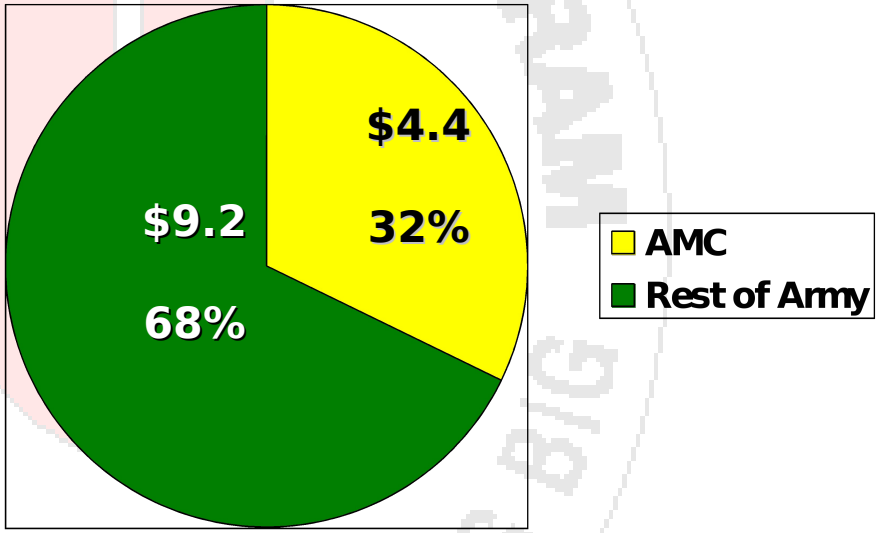


AMC's FY 2003 Obligations Relative to Rest of Army

TOTAL Obligations (in billions)



SMALL BUSINESS Obligations (in billions)



Issues/Challenges

- Growth in most challenging program areas
  - New service-disabled veteran procurement authority
- Early involvement in acquisition planning
- Increased awareness of HBCU/MI capabilities/competencies
- Contract consolidations driven by valid requirements
  - Approaches to mitigate effects
- Accountability for subcontracting goal achievement
- Vehicles to attract customers & enhance SB participation
- Market changes from Army re-structure initiatives
- Mentor Protégé Program growth

AMC Small Business Initiatives

Enhancing Small Business Participation --- A Team Effort!

- **Strengthening customer relationships & commitments**
  - Early partnering
  - Growth in support services & manufacturing
- **Focused outreach & coordination** – **SDVOSB, HUBZone, HBCU/MI**
- **AMC's "Always a Soldier" program**
- **Training & development**
- **AMC SB website enhancements**
  http://www.amc.army.mil/amc/smlbus/index.html
- **Performance improvement ideas from industry**
- **Command-wide information exchanges & teamwork**
- **Improved data analysis tools**
- **AMC/Army Small Business Conference** **(Nov 16th & 17th)**

Areas of Focus

- Force Protection
- Weight/cube reductions
- Power management
- Advanced sensor development
- Thermal imaging & optics
- Modularity and adaptability
- Miniaturization & nanotechnology
- Wireless network technologies
- Rapid fielding
- Logistics management
- Data management
- Lean thinking

Facing the Future...
Together